

# Joint development, piloting and validation of entrepreneurial mindset and key skills curricula and training materials for third countries



Entrepreneurial Mindset and Key Skills for All

## ENTRECOMP CURRICULUM 2.3 MOBILISING RESOURCES

### **TASK ID AND TITLE 2.2: JOINT DEVELOPMENT OF THE CURRICULA AND TRAINING MATERIALS FOR ENTRECOMP**

PARTNER RESPONSIBLE FOR THIS ACTIVITY: MMC MEDITERRANEAN MANAGEMENT CENTER LTD

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ENTRECOMP Curriculum 2.3

Task 2.2



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## PROJECT MAIN DETAILS

<b>Programme:</b>	Erasmus+
<b>Key Action:</b>	Lump Sum Grants
<b>Project title:</b>	Joint development, piloting and validation of entrepreneurial mindset and key skills curricula and training materials for third countries
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## COORDINATED BY



## PROJECT PARTNERS



Jordan Youth Innovation Forum  
الملتقى الأردني للإبداع الشبابي



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## TRAINING CURRICULUM FOR COMPETENCE: MOBILISING RESOURCES

### Aim of the workshop

This workshop approaches the material, non-material and digital resources needed to turn ideas into action. In this unit, the trainees will understand that resources are limited and value the importance of sharing them. They will learn how to identify the needed resources for each value-creating activity and for each step of an action plan.

The aim of this module is to empower individuals with the knowledge and skills necessary to effectively mobilize resources for entrepreneurial endeavors. Recognizing that successful entrepreneurship relies heavily on the ability to identify, acquire, and manage resources, this module delves into the intricacies of material, non-material, and digital resources essential for transforming ideas into tangible action.

Through a comprehensive exploration of resource types and their significance in the entrepreneurial process, learners will gain a deeper understanding of the dynamic relationship between resource availability and entrepreneurial success.

### Learning outcomes

After the end of the workshop the participants will be in a position to:

***In terms of knowledge:***

*Identify material, non-material and digital resources.*

***In terms of skills:***

*Implement a pre-viability analysis and utilize resources.*

***In terms of competences:***

*Become proficient in acquiring, organizing, and leveraging the necessary resources.*



### Training methodology

- Synchronous Online Learning
- Self-Directed Learning

### Prerequisites

- Beginner level
- Specific skills required
- Previous workshops required

## SYNCHRONOUS ONLINE LEARNING

### Workshop duration

6 hours.

### Training techniques

- Lecture (compulsory)
- Individual Exercise
- Group Exercise
- Role play



- Experiential Workshop
- Group Discussion
- Brainstorming
- Case Study
- Questions and Answers (multiple-choice and open-ended questions)
- Other (Please indicate): Video Projection and Analysis

### Equipment and materials necessary

#### Equipment:

- ✓ Laptop/PC
- ✓ Access to the Internet

#### Materials:

- ✓ Power Point presentation
- ✓ Blank A4 Sheets
- ✓ Pens/Pencils

### Workshop programme breakdown

No.	Theme/Content	Workload in minutes
1	Introduction to Mobilising Resources	10 minutes
1	Definition of Material, Non-material & Digital Resources	110 minutes
	Structure      Technique/Title of methodological tool	



	<ul style="list-style-type: none"> <li>• Definition of material resources</li> <li>• Non-material resources and the role of value creation</li> <li>• Digital resources</li> </ul>	<p>Lecture: Providing learners with a comprehensive understanding of the diverse resources essential for entrepreneurial endeavors. This section delves into three primary resource categories./PPT2.3_1</p> <p>Video Projection and Analysis: Entrepreneurship is about mobilizing resources/MT2.3_1</p> <p>Questions and Answers (Close-ended Questions – Quiz): Match the digital, material and non-material resources/MT2.3_2</p>	
<b>2</b>	<b>Resource Assessment and Allocation</b>		<b>110 minutes</b>
	<b>Structure</b>	<b>Technique/Title of methodological tool</b>	
	<ul style="list-style-type: none"> <li>• Pre-Viability Analysis</li> <li>• Resource Utilization Strategies</li> </ul>	<p>Lecture: Equipping learners with the skills and techniques necessary to conduct thorough assessments of resources and effectively allocate them to entrepreneurial ventures. This section focuses on two key components: pre-viability analysis and resource utilization strategies./PPT2.3_1</p> <p>Individual Exercise: Lean Management/MT2.3_3</p>	
<b>3</b>	<b>Resource Management</b>		<b>120 minutes</b>
	<b>Structure</b>	<b>Technique/Title of methodological tool</b>	



	<ul style="list-style-type: none"> <li>Acquisition &amp; Organizational Skills</li> <li>Sourcing and Acquiring Resources' Methods</li> </ul>	<p>Lecture: Developing the skills and techniques required to identify, assess, and procure the material, non-material, and digital resources essential for business success. Learners will gain insights into the process of sourcing and acquiring resources through methods such as negotiation, partnership development, and strategic procurement practices./PPT2.3_1</p> <p>Questions and Answers (Close-ended Questions - Quiz): Acquiring Resources/MT2.3_4</p>	
<b>4</b>	<b>Revision</b>		<b>10 minutes</b>

### List of methodological tools

No.	Training Technique	Title of Methodological tool
1	Lecture	PPT2.3_1
2	Video Projection and Analysis	MT2.3_1
3	Questions and Answers (Close-ended Questions - Quiz):	MT2.3_2
4	Individual Exercise	MT2.3_3
5	Questions and Answers (Close-ended Questions - Quiz):	MT2.3_4

### SELF-DIRECTED LEARNING

#### Resources

No.	Title and Reference	Attachment (if applicable)





1	<a href="https://openstax.org/books/entrepreneurship/pages/1-2-entrepreneurial-vision-and-goals">https://openstax.org/books/entrepreneurship/pages/1-2-entrepreneurial-vision-and-goals</a>	
2	<a href="https://aicontentfy.com/en/blog/importance-of-vision-in-entrepreneurship-how-to-develop-clear-direction">https://aicontentfy.com/en/blog/importance-of-vision-in-entrepreneurship-how-to-develop-clear-direction</a>	
3	<a href="http://mentorday.es/wikitips/en/vision-purpose-values-entrepreneur/">http://mentorday.es/wikitips/en/vision-purpose-values-entrepreneur/</a>	
4	<a href="https://corporatefinanceinstitute.com/resources/management/vision-statement/">https://corporatefinanceinstitute.com/resources/management/vision-statement/</a>	
5	<a href="https://www.extension.iastate.edu/agdm/wholefarm/html/c5-09.html">https://www.extension.iastate.edu/agdm/wholefarm/html/c5-09.html</a>	
6	<a href="https://www.slideshare.net/RIZWANKHURRAM/vision-and-mission-15554185">https://www.slideshare.net/RIZWANKHURRAM/vision-and-mission-15554185</a>	
7	<a href="https://www.researchgate.net/figure/Differences-Between-and-Mission-Vision-Adapted-from-Wilson_tbl1_357331525">https://www.researchgate.net/figure/Differences-Between-and-Mission-Vision-Adapted-from-Wilson_tbl1_357331525</a>	

